Appendix 7 to
Tenth Amendment of Master
Services Agreement

Attachment 4-A
Service Provider Pricing Form

January 15, 2021

Attachment to Managed Security Services Service Component Provider Master Services Agreement

DIR Contract No. DIR-MSS-SCP-001

Between

**The State of Texas, acting by and through
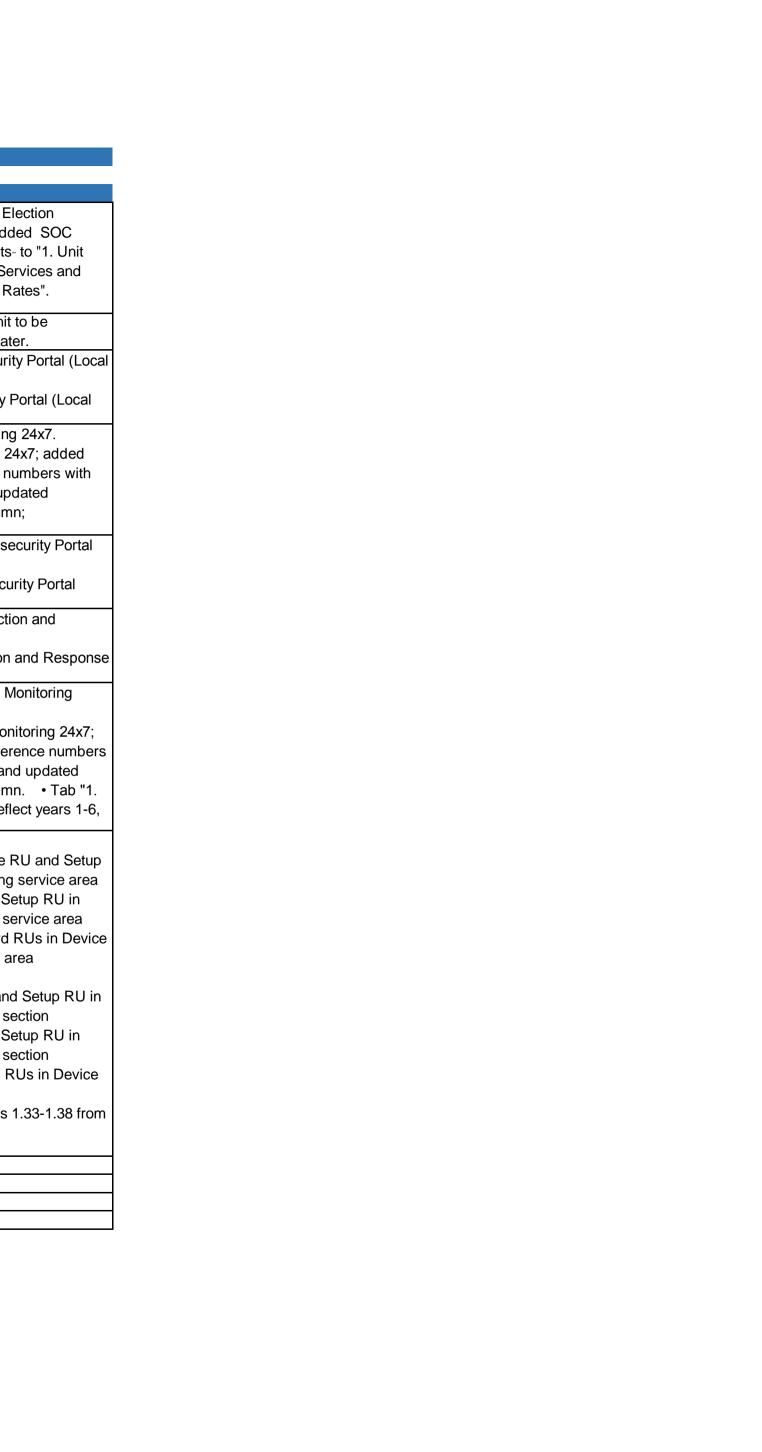the Texas Department of Information Resources**

and

AT&T Corp.

Attachment 4-A
Service Provider Pricing Forms

January 15, 2021

Change Log			
CCR	**Amendment**	**Date**	**Description of Change**
CCR-000314	Amendment 1	9/19/2018	Added SOC Monitoring 5:00am-9:00 pm and Election Security Assessments to "SOW Overview"; added SOC Monitoring, and Election Security Assessments- to "1. Unit Rates"; Adjusted prices for Endpoint Device Services and Managed Host Intrusion Protection in "1. Unit Rates".
CCR-000329	Amendment 2	1/14/2019	Change to the IDS/IPS Platinum Resource Unit to be applicable to devices that are 10 Gbps or greater.
CCR-000350	Amendment 4	6/26/2019	• Tab "SOW Overview": Adds DIR Cybersecurity Portal (Local Government Entities (LGE)). • Tab "1. Unit Rates": Adds DIR Cybersecurity Portal (Local Government Entities (LGE)).
CCR-000381	Amendment 5	3/19/2020	• Tab "SOW Overview": Added SOC Monitoring 24x7. • Tab "1. Unit Rates": Added SOC Monitoring 24x7; added "RU Ref No." column; updated row reference numbers with corresponding RU Reference Numbers and updated language for clarity in "Pricing Narrative" column;
CCR-000419	Amendment 7	8/10/2020	• Tab "SOW Overview": Removes DIR Cybersecurity Portal (Local Government Entities (LGE)). • Tab "1. Unit Rates": Removes DIR Cybersecurity Portal (Local Government Entities (LGE)).
CCR-000437	Amendment 8	10/23/2020	• Tab "SOW Overview": Adds Endpoint Detection and Response (EDR) Services. • Tab "1. Unit Rates": Adds Endpoint Detection and Response (EDR) Services.
CCR-000444	Amendment 9	12/18/2020	• Tab "SOW Overview": Added Remote SOC Monitoring 24x7. • Tab "1. Unit Rates": Added Remote SOC Monitoring 24x7; added "RU Ref No." column; updated row reference numbers with corresponding RU Reference Numbers and updated language for clarity in "Pricing Narrative" column. • Tab "1. Unit Rates": Adjusted fiscal pricing years to reflect years 1-6, 7-8
CCR-000XXX	Amendment 10	1/15/2021	• Tab "SOW Overview": Adds: - Advanced Threat Hunting One-Time Service RU and Setup in Device Management and Security Monitoring service area - Advanced Threat Hunting Subscription and Setup RU in Device Management and Security Monitoring service area - Advanced Threat Hunting Remote Rate Card RUs in Device Management and Security Monitoring service area • Tab "1. Unit Rates": - Advanced Threat Hunting One-Time Scan and Setup RU in Device Management and Security Monitoring section - Advanced Threat Hunting Subscription and Setup RU in Device Management and Security Monitoring section - Advance Threat Hunting Remote Rate Card RUs in Device Management and Security Monitoring section - Administrative Correction in Column J, Rows 1.33-1.38 from 80 hours to 1-80 hours.

Service Area	Resource Unit	Type of Charge Monthly Recurring Charge (MRC) Non-Recurring Charge (NRC)/One-time Charge (OTC)	Unit of Measurement	Initial Customers at Contract Execution	Could MSS Service be Purchased if Device is in DCS Program
1. Device Management & Security Monitoring					
	Endpoint Device Services	MRC	Aggregate number of Endpoint Devices	None	No if device resides in a consolidated data center or DCS Public Cloud
	Endpoint Detection and Response Services (EDR)	MRC	Aggregate number of Endpoint Devices	None	No if device resides in a consolidated data center or DCS Public Cloud
	Intrusion Detection Systems (IDS)/Intrusion Prevention Systems (IPS)	MRC	Aggregate number of IDS/IPS devices.	None	No if device resides in a consolidated data center or DCS Public Cloud
	Intrusion Detection Systems (IDS)/Intrusion Prevention Systems (IPS) (Customer Site & Customer HW/SW)	MRC	Aggregate number of IDS/IPS devices.	DIR's Security Operations Center (SOC)	No if device resides in a consolidated data center or DCS Public Cloud
	SOC Monitoring and Alerting Requirements (Customer Site & Customer HW/SW, 7am - 7 pm Onsite Monitoring)	MRC	Flat rate per site.	DIR's Security Operations Center (SOC)	No if device resides in a consolidated data center or DCS Public Cloud
	SOC Monitoring and Alerting Requirements (Customer Site & Customer HW/SW, 5am - 9pm Onsite Monitoring)	MRC	Flat rate per site.	DIR's Security Operations Center (SOC)	No if device resides in a consolidated data center or DCS Public Cloud
	SOC Monitoring and Alerting Requirements, SOC 24x7 Remote Monitoring and Operational Management (Customer Site & Customer HW/SW, 24x7 Remote Monitoring 6am-6pm core hours, 5pm-7am noncore hours, all day Saturday and Sunday and Holidays).	MRC	Flat rate per site.	DIR's Security Operations Center (SOC)	No if device resides in a consolidated data center or DCS Public Cloud
	SOC Monitoring and Alerting Requirements, Program and Device Management, Vulnerability Scanning and SOC 24x7 Active Monitoring (Customer Site & Customer HW/SW, 24x7 Monitoring)	MRC	Flat rate per site.	None	No if device resides in a consolidated data center or DCS Public Cloud
	Malware Detection System/Malware Prevention System	MRC	Aggregate number of MDS/MPS.	DIR's Security Operations Center (SOC)	No if device resides in a consolidated data center or DCS Public Cloud
	IDS/IPS Setup	NRC/OTC	Flat rate per setup	None	No if device resides in a consolidated data center or DCS Public Cloud
	Managed Host-based Intrusion Prevention Services	MRC	Aggregate number of logical hosts	None	No
	Managed Host Intrusion Prevention Setup	NRC/OTC	Flat rate per setup	None	No
	Managed Firewall	MRC	Aggregate number of managed firewalls	None	No if device resides in a consolidated data center or DCS Public Cloud
	Managed Firewall Setup	NRC/OTC	Flat rate per setup	None	No if device resides in a consolidated data center or DCS Public Cloud
	Managed Web Application Firewall Services	MRC	Aggregate number of web application firewalls	None	Yes
	Managed Web Application Firewall Setup	NRC/OTC	Flat rate per setup	None	Yes
	Disaster Recovery - Full Test (one time)	NRC/OTC	Flat rate per unit per occurrence if Customer request a full recovery DR test.	None	Yes if device resides outside a consolidated data center, DCS Public Cloud, or WAF
	Disaster Recovery - Customer Table Top Test (one-time)	NRC/OTC	Flat rate per unit per occurrence if Customer request a table top DR test.	None	Yes if device resides outside a consolidated data center, DCS Public Cloud, or WAF
	Security Information Event Management (SIEM)	MRC	Aggregate number of IPS, Web Proxy, logical hosts, firewalls, WAFs	DIR's Security Operations Center (SOC)	No
	Remote Targeted Threat Research	MRC	Monthly rate based on duration of engagement	DIR's Security Operations Center (SOC)	Yes

Service Area	Resource Unit	Type of Charge Monthly Recurring Charge (MRC) Non-Recurring Charge (NRC)/One-time Charge (OTC)	Unit of Measurement	Initial Customers at Contract Execution	Could MSS Service be Purchased if Device is in DCS Program
	Customer Site Device Management Rate Card	NRC/OTC	Hourly rate for Device Management Services performed onsite.	None	Yes if device resides outside a consolidated data center, DCS Public Cloud, or WAF
	Truck Roll (DASH)	NRC/OTC	Daily rate for hardware installations, or physical hardware or connectivity checks at a Customer Site in a DASH location.	None	Yes
	Truck Roll (NON-DASH)	NRC/OTC	Daily rate for hardware installations, or physical hardware or connectivity checks at a Customer Site in a NON-DASH location.	None	Yes
	Advanced Threat Hunting One-Time Scan	NRC/OTC	Aggregate number of scanned logical hosts	None	No
	Advanced Threat Hunting Setup	NRC/OTC	Remote setup per Controller installed	None	No
	Advanced Threat Hunting Subscription	MRC	Per logical host (12 month minimum term)	None	No
	Advanced Threat Hunting Subscription Setup	NRC/OTC	Remote setup per agent installed	None	No
	Advanced Threat Hunting Remote Rate Card	NRC/OTC	Hourly rate for Advanced Threat Hunting Services performed remotely from Service Provider Site.	None	No
2. Incident Response					
	Security Incident Management	NRC/OTC	Hourly rate for services performed based onsite @ Customer location or remotely from Service Provider Site in the event of an incident.	None	No
	Digital Forensics	NRC/OTC	Hourly rate for services performed based onsite @ Customer location or remotely from Service Provider Site in the event of an incident.	None	Yes
	Response Preparedness	NRC/OTC	Hourly rate for services performed based onsite @ Customer location or remotely from Service Provider Site in the event of an incident.	None	Yes
3. Risk and Compliance					
	Penetration Testing	NRC/OTC	Aggregate number of Live IP Addresses tested per Customer.	DIR	Yes
	Texas Cybersecurity Framework Assessment	NRC/OTC	Flat rate per assessment per Customer.	DIR	Yes
	Security Risk Assessment Rate Card	NRC/OTC	Hourly rate for Security Risk Assessment Services performed onsite @ Customer location or remotely from Service Provider Site.	None	Yes
	Cloud Compliance	NRC/OTC	Flat rate per cloud vendor assessment per Customer.	None	Yes
	Vulnerability Scanning	MRC or NRC/OTC (External)	Aggregate number of Live IP Addresses tested per Customer for a 12 mth subscription service or a one-time scan. Internal 12 mth subscriptions require additional hw/sw.	None	Yes
	Web Application Vulnerability Scanning (Remote/SP Site)	MRC or NRC/OTC	Aggregate number of web applications per Customer for a 12 mth subscription service or a one-time scan.	DIR	Yes
	Web or Mobile Application Penetration Test	NRC/OTC	Flat rate per application.	None	Yes
	Elections Security Assessment	NRC/OTC	Flat rate per assessment per Customer.	None	Yes

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
1. Device Management & Security Monitoring													
1.01	Endpoint Device Services - (SP HW & SW/24 x 7 x 365) - Platinum	Per Device		1-100	$13	101+	$11	1-100	$14	101+	$12	SW-10%	Example 1: In a given month total quantity ordered for RU Ref No. 1.01 equal 50 devices. The charge for that month would be 50 * $13 = $650
1.02	Endpoint Device Services - (SP HW & SW/24 x 7 x 365) - Gold	Per Device		1-100	$12	101+	$10	1-100	$13	101+	$11	SW-10%	Example 2: In a given month total quantity ordered for RU Ref No. 1.02 equal 110 devices. The charge for that month would be 110 * $10 = $1100
1.03	Endpoint Detection and Response Services - (SP HW & SW/24 x 7 x 365) - Tier 1	Per Device		1-74,999	$11			1-74,999	$11				Example 1: In a given month total quantity receiving service for RU Ref No. 1.03 - 1.06 equal 10 devices. The charge for that month would be 10 * $11 = $110
1.04	Endpoint Detection and Response Services - (SP HW & SW/24 x 7 x 365) - Tier 2	Per Device		75,000-149,999	$9			75,000-149,999	$9				Example 2: In a given month total quantity receiving service for RU Ref No. 1.03-1.06 equal 100 devices. The charge for that month would be 100 * $11 = $1,100.
1.05	Endpoint Detection and Response Services - (SP HW & SW/24 x 7 x 365) - Tier 3	Per Device		150,000-224,999	$7			150,000-224,999	$7				
1.06	Endpoint Detection and Response Services - (SP HW & SW/24 x 7 x 365) - Tier 4	Per Device		225,000+	$5			225,000+	$5				
1.07	IDS/IPS - (SP HW & SW/24 x 7 x 365) - Platinum	Per =<1 Gbps Device		1-10	$2,659	11+	$1,994	1-10	$2,943	11+	$2,158	HW&SW-15%	Example 1: In a given month total quantity ordered for RU Ref No. 1.07 equal 5 devices. The charge for that month would be 5 * $2659 = $13,295
1.08	IDS/IPS - (SP HW & SW/24 x 7 x 365) - Gold	Per =<1 Gbps Device		1-10	$2,556	11+	$1,934	1-10	$2,821	11+	$2,088	HW&SW-15%	Example 2: In a given month total quantity ordered for RU Ref No. 1.07 equal 11 devices. The charge for that month would be 11 * $1994 = $21,934
1.09	IDS/IPS (Customer Site & Customer HW/SW, 24 x 7 x 365) - Platinum	Per 10 Gbps or greater Device (Remote Management)		1-10	$5,539	11+	$4,653	1-10	$6,647	11+	$5,584		Example 1: In a given month total quantity ordered for RU Ref No. 1.09 equal 5 devices. The charge for that month would be 5 * $5,539 = $27,695

Example 2: In a given month total quantity ordered for RU Ref No. 1.09 equal 11 devices. The charge for that month would be 11 * $4,653 = $51,183 |
| 1.10 | IDS/IPS (Customer Site & Customer HW/SW, 24 x 7 x 365) - Gold | Per 10 Gbps Device (Remote Management) | | 1-10 | $5,151 | 11+ | $4,327 | 1-10 | $6,078 | 11+ | $5,106 | | Example 1: In a given month total quantity ordered for RU Ref No. 1.10 equal 5 devices. The charge for that month would be 5 * $5,151 = $25,755

Example 2: In a given month total quantity ordered for RU Ref No. 1.10 equal 11 devices. The charge for that month would be 11 * $4,327 = $47,597 |

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
1.11	SOC Monitoring and Alerting Requirements (Customer Site & Customer HW/SW, 7am - 7pm Onsite Monitoring)	Flat rate per site (Includes 3 Security Analysts and a Site Lead on Customers site. Other SOC Staffing models can be priced as a New Service)		Per Site	$149,314			Per Site	$161,259				Example 1: In a given month total quantity ordered for RU Ref No. 1.11 equal 2 sites. The charge would be 2 * $149,314 = $298,628
1.12	SOC Monitoring and Alerting Requirements (Customer Site & Customer HW/SW, 5am - 9pm Onsite Monitoring)	Flat rate per site (Includes 6 Security Analysts (4 Senior, 2 mid/Junior) one being a Site Lead on Customers site. Other SOC Staffing models can be priced as a New Service)		Per Site	$189,314			Per Site	$204,459				Example 1: In a given month total quantity ordered for RU Ref No. 1.12 equals 2 sites. The charge would be 2 * $189,314 = $378,628
1.13	SOC Monitoring and Alerting Requirements, SOC 24x7 Remote Monitoring and Operational Management (Customer Site & Customer HW/SW), 24x7 Remote Monitoring 6am-6pm core hours, 5pm-7am noncore hours, all day Saturday and Sunday and Holidays.	Flat rate per site (Includes 1 Operations Manager, 3 SOC Tier III functioning in roles of SOC Analyst and Engineer in Remote Support).		Per Site	$275,000			Per Site	$313,000				Example 1: In a given month total quantity ordered for RU Ref No. 1.13 equals 2 sites. The charge would be 2 * $275,000*2 = $550,000.
1.14	SOC Monitoring and Alerting Requirements, Program and Device Management, Vulnerability Scanning and SOC 24x7 Active Monitoring. (Customer Site & Customer HW/SW, 24x7	Flat rate per site. (Includes (6) dedicated resources to be located on Customer's site 8AM-5PM Monday-Friday including a Security Advisor, Operations		Per Site	$443,945			Per Site	$488,350				Example 1: In a given month total quantity ordered for RU Ref No. 1.14-equals 2 sites. The charge would be 2 * $443,945 = $887,890.
1.15	MDS/MPS (Remote Management) - (Customer HW & SW/24 x 7 x 365) - Platinum	Per MDS/MPS		1-10	$2,659	11+	$1,994	1-10	$2,943	11+	$2,158		Example 1: In a given month total quantity ordered for RU Ref No. 1.15-equal 5 devices. The charge for that month would be 5 * $2659 = $13,295 Example 2: In a given month total

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
1.16	MDS/MPS (Remote Management) - (Customer HW & SW/24 x 7 x 365) - Gold	Per MDS/MPS		1-10	$2,556	11+	$1,934	1-10	$2,821	11+	$2,088		quantity ordered for RU Ref No. 1.15 equal 11 devices. The charge for that month would be 11 * $1,994 = $21,934
1.17	IDS/IPS Setup	Per Setup per Device (High Availability (HA) Pair = 1 Device) (Non Enterprise)			$2,875				$3,733				Example 1: In a given month total quantity ordered for RU Ref No. 1.17 equal 3 devices installed. The charge would be 3 * $2,875 = $8625
1.18	Managed Host Intrusion Protection - (SP HW & SW/24 x 7 x 365) - Platinum	Per Logical Host		1-50	$14	51+	$12	1-50	$15	51+	$13	HW&SW-10%	Example 1: In a given month total quantity ordered for RU Ref No. 1.18 equal 10 devices. The charge for that month would be 10 * $14 = $140
1.19	Managed Host Intrusion Protection - (SP HW & SW/24 x 7 x 365) - Gold	Per Logical Host		1-50	$13	51+	$11	1-50	$14	51+	$12	HW&SW-10%	Example 2: In a given month total quantity ordered for RU Ref No. 1.18 equal 55 devices. The charge for that month would be 55 * $12 = $660
1.20	Managed Host Intrusion Protection Setup	Remote Setup Per Unique Configuration (i.e. Webserver, Database Server, etc.)			$990				$1,294				Example 1: In a given month total quantity ordered for RU Ref No. 1.20 equal 3 devices installed. The charge would be 3 * $990 = $2970

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
1.21	Managed Firewall - (SP HW & SW/24 x 7 x 365) - Platinum	Per Firewall		1-10	$1,612	11+	$895	1-10	$1,837	11+	$991	HW&SW-10%	Example 1: In a given month total quantity ordered for RU Ref No. 1.21-equal 5 devices. The charge for that month would be 5 * $1,612 = $8,060

Example 2: In a given month total quantity ordered for RU Ref No. 1.21 equal 15 devices. The charge for that month would be 15 * $895 = $13,425 |
| 1.22 | Managed Firewall - (SP HW & SW/24 x 7 x 365) - Gold | Per Firewall | | 1-10 | $1,530 | 11+ | $861 | 1-10 | $1,740 | 11+ | $950 | HW&SW-10% | |
| 1.23 | Managed Firewall Setup | Per Setup per Firewall Device (HA Pair = 1 Device) | | | $2,300 | | | | $2,987 | | | | Example 1: In a given month total quantity ordered for RU Ref No. 1.23 equal 3 devices installed. The charge would be 3 * $2,300 = $6,900 |
| 1.24 | Managed Web Application Firewall Services - (SP HW & SW/24 x 7 x 365) - Platinum | Per WAF | | 1-10 | $1,330 | 11+ | $983 | 1-10 | $1,504 | 11+ | $1,094 | HW&SW-10% | Example 1: In a given month total quantity ordered for RU Ref No. 1.24 equal 10 devices. The charge for that month would be 10 * $1330 = $13,300

Example 2: In a given month total quantity ordered for RU Ref No. 1.24 equal 55 devices. The charge for that month would be 55 * $983 = $54,065 |
| 1.25 | Managed Web Application Firewall Services - (SP HW & SW/24 x 7 x 365) - Gold | Per WAF | | 1-10 | $1,267 | 11+ | $942 | 1-10 | $1,429 | 11+ | $1,047 | HW&SW-10% | |
| 1.26 | Managed Web Application Firewall Setup | Per Setup per Web App Firewall Device (HA Pair = 1 Device) | | | $2,300 | | | | $2,987 | | | | Example 1: In a given month total quantity ordered for RU Ref No. 1.26 equal 3 devices installed. The charge would be 3 * $2,300 = $6,900 |
| 1.27 | Disaster Recovery - Full Test (one time) | Per test per Device, Logical Host, Firewall or WAF | | 1-10 | $1,768 | 11+ | $1,577 | 1-10 | $1,909 | 11+ | $1,703 | | Example 1: In a given month total quantity ordered by a customer for RU Ref No. 1.27 equal 3 devices tested. The charge would be 3 * $1768 = $5,304

Example 2: In a given month total quantity ordered by two customers for RU Ref No. 1.27 equal 21 devices tested. Customer A tests 9 devices and customer B tests 12 devices. The charges would be 9 * $1768 = $5,304 for Customer A and 12 *1577 = $18,924 for Customer B. |

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Customer Owned HW/SW discount	Pricing Narrative
				Y1 (Stub)-Y6				**Optional Y7-Y8**					
1.28	Disaster Recovery - Customer Table Top Test (one-time)	Per test per Device, Logical Host, Firewall or WAF		1-10	$1,360	11+	$1,213	1-10	$1,469	11+	$1,311		Example 1: In a given month total quantity ordered by a customer for RU Ref No. 1.28 equal 3 devices tested. The charge would be 3 * $1,360 = $4,080

Example 2: In a given month total quantity ordered by two customers for RU Ref No. 1.28 equal 21 devices tested. Customer A tests 9 devices and customer B tests 12 devices. The charge would be 9 * $1,360 = $12,240 for Customer A and 12 * 1,213 = $14556 for Costumer B |
| 1.29 | Security Information Event Management (SP HW & SW/24 x 7 x 365) | Per IPS, Web Proxy, Logical Host, Firewall or WAF | | 1-1000 | $82 | 1001+ | $72 | 1-1000 | $106 | 1001+ | $90 | | Example 1: In a given month total quantity ordered for RU Ref No. 1.29-equal 500 devices. The charge would be 500 * $82 = $41,000

Example 2: In a given month total quantity ordered for RU Ref No. 1.29 equal 1500 devices. The charge would be 1500 * $72 = $108,000 |
| 1.30 | Remote Targeted Threat Research | Monthly Rate - Remote | | 1-3 months | $13,956 | | | 1-3 months | $15,072 | | | | Example 1: In a given month total quantity ordered by a customer for RU Ref No. 1.30-1.32 is a 2 month commitment. The charge would be 1 * $13,956 = $13,956 per month, for the 2 month term of the engagement.

Example 2: In a given month total quantity ordered by two customers for RU Ref No. 1.30-1.32 is a 2 month commitment and the other a 8 month commitment. The charge would be $13,956 per month for the customer with a 2 month commitment and $10,337 per month for the customer with a 8 month commitment. |
1.31		Monthly Rate - Remote		4-12 months	$10,337			4-12 months	$11,164				
1.32		Monthly Rate - Remote		13-24 months	$7,518			13-24 months	$8,119				
1.33	Customer Site Device Management Rate Card	Hourly Rate-Onsite	*Security Engineer Tier 1*	1-80 hours	$171	81+ hours	$162	1-80 hours	$179	81+ hours	$163		Example 1: In a given month total quantity ordered by a customer for RU Ref No. 1.33 equal 50 hours. The charge for that month would be 50 * $171 = $8,550
1.34		Hourly Rate-Onsite	*Security Engineer Tier 2*	1-80 hours	$188	81+ hours	$179	1-80 hours	$208	81+ hours	$192		Example 2: In a given month total quantity ordered by two customers for RU Ref No. 1.33 equal 120 hours. Customer A has 9 hours and Customer B has 111 hours. The charge for that month would be 9 * $171 = $1,539 for Customer A and 111 * $162 = $17,982 for Customer B.
1.35		Hourly Rate-Onsite	*Security Engineer Tier 3*	1-80 hours	$215	81+ hours	$207	1-80 hours	$238	81+ hours	$221		
1.36		Hourly Rate-Onsite (Non Dash)	*Security Engineer Tier 1*	1-80 hours	$181	81+ hours	$172	1-80 hours	$189	81+ hours	$173		
1.37		Hourly Rate-Onsite (Non Dash)	*Security Engineer Tier 2*	1-80 hours	$198	81+ hours	$189	1-80 hours	$218	81+ hours	$202		
1.38		Hourly Rate-Onsite (Non Dash)	*Security Engineer Tier 3*	1-80 hours	$225	81+ hours	$217	1-80 hours	$238	81+ hours	$221		
1.39		Monthly Rate-Onsite	*Security Engineer Tier 1*	1 Month	$19,038			1 Month	$20,415				Example 1: In a given month total quantity ordered for RU Ref No. 1.39-equal 3 Engineers. The charge for that month would be 3 * $19,038 = $57,114
1.40		Monthly Rate-Onsite	*Security Engineer Tier 2*	1 Month	$22,419			1 Month	$24,048				
1.41		Monthly Rate-Onsite	*Security Engineer Tier 3*	1 Month	$25,926			1 Month	$27,680				
1.42		Monthly Rate-Onsite (Non Dash)	*Security Engineer Tier 1*	1 Month	$21,576			1 Month	$23,137				
1.43		Monthly Rate-Onsite (Non Dash)	*Security Engineer Tier 2*	1 Month	$25,409			1 Month	$27,254				

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
1.44		Monthly Rate-Onsite (Non Dash)	*Security Engineer Tier 3*	1 Month	$29,383			1 Month	$31,370				
1.45	Truck Roll (DASH)	Daily Rate		Per Site	$1,200			Per Site	$1,200				Example 1: In a given month total quantity ordered for RU Ref No. 1.45 equal 1 truck roll. The roll takes 1 day/trip, charge would be $1,200 * 1 = $1,200.
1.46	Truck Roll (NON-DASH)	Daily Rate		Per Site	$2,400			Per Site	$2,400				Example 2: In a given month total quantity ordered for RU Ref No. 1.45 equal 2 truck roll. The roll takes 2 day/trip, charge would be $1,200 * 2 = $2,400.
1.47	Advanced Threat Hunting One-Time Scan	Per Scanned Logical Host		1-499	$15.64			1-499	$17.20				Example 1: In a given month total quantity ordered for RU Ref No. 1.47- 1.49 equal 50 Logical Hosts. The charge would be 50 * 15.64 = $782.
1.48				500-2499	$10.75			500-2499	$11.83				Example 2: In a given month total quantity ordered for RU Ref No. 1.47 - 1.49 equal 500 Logical Hosts. The charge would be 500* 10.75= $5,375.
1.49				2500-5000+	$6.60			2500-5000+	$7.26				
1.50	Advanced Threat Hunting One-Time Scan Setup	Remote setup per Controller installed		1-499	$2,006.29			1-499	$2,206.92				Example 1: In a given month total quantity ordered for RU Ref No. 1.50 - 1.52 equal 100 Controllers installed. The charge would be $2,006.29.
1.51				500-2499	$2,337.21			500-2499	$2,570.93				
1.52				2500-5000+	$2,668.14			2500-5000+	$2,934.95				
1.53	Advanced Threat Hunting Subscription	Per logical host (12 month minimum term)		1-4999	$5.38			1-4999	$5.92				Example 1: In a given month total quantity ordered for RU Ref No. 1.53 - 1.57 equal 50 Logical Hosts. The charge would be 50 * 5.38 = $269.
1.54				5000-24999	$4.25			5000-24999	$4.68				Example 2: In a given month total quantity ordered for RU Ref No. 1.53 - 1.57 equal 5000 Logical Hosts. The charge would be 5000* 4.25 = $21,250.
1.55				25000-99999	$3.25			25000-99999	$3.58				
1.56				100000-199999	$2.25			100000-199999	$2.48				
1.57				200000+	$1.96			2500-5000+	$2.16				

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
1.58	Advanced Threat Hunting Subscription Setup	Remote setup per agent installed		1-4999	$2,150.71			1-4999	$2,365.78				Example 1: In a given month total quantity ordered for RU Ref No. 1.58 - 1.62 equal 100 agents installed. The charge would be $2,150.71.
1.59				5000-24999	$3,978.04			5000-24999	$4,375.84				Example 2: In a given month total quantity ordered for RU Ref No. 1.58 -1.62 equal 25,000 agents installed. The charge would be $4,805.36.
1.60				25000-99999	$4,805.36			25000-99999	$5,285.90				
1.61				100000-199999	$5,632.68			100000-199999	$6,195.95				
1.62				200000+	$6,460.00			200000+	$7,106				
1.63	Adavanced Threat Hunting Remote Rate Card	Hourly Rate-Remote	Security Engineer Tier 1	1-80 hours	$166	81+ hours	$157	1-80 hours	$178	81+ hours	$162		Example 1: In a given month total quantity ordered by a customer for RU Ref No. 1.63 equal 50 hours. The charge for that month would be 50 * $166 = $8,300
1.64		Hourly Rate-Remote	Security Engineer Tier 2	1-80 hours	$183	81+ hours	$174	1-80 hours	$201	81+ hours	$191		Example 2: In a given month total quantity ordered by two customers for RU Ref No. 1.63 equal 120 hours. Customer A has 9 hours and Customer B has 111 hours. The charge for that month would be 9 * $166 = $1,494 for Customer A and 111 * $157 = $17,427 for Customer B.
1.65		Hourly Rate-Remote	Security Engineer Tier 3	1-80 hours	$210	81+ hours	$202	1-80 hours	$231	81+ hours	$220		
1.66		Monthly Rate-Remote	Security Engineer Tier 1	1 Month	$18,087			1 Month	$19,896				Example 1: In a given month total quantity ordered for RU Ref No. 1.66 equal 3 Engineers. The charge for that month would be 3 * $18,087 = $54,261
1.67		Monthly Rate-Remote	Security Engineer Tier 2	1 Month	$21,299			1 Month	$23,429				
1.68		Monthly Rate-Remote	Security Engineer Tier 3	1 Month	$24,630			1 Month	$27,093				
2. Incident Response													
2.01	Security Incident Management	Hourly Rate-Onsite	Incident Engineer	1-80 hours	$208	81+ hours	$198	1-80 hours	$225	81+ hours	$215		Example 1: In a given month total quantity ordered for RU Ref No. 2.01 equal 50 hours. The charge for that month would be 50 * $208 = $10,400
2.02		Hourly Rate-Remote	Incident Engineer	1-80 hours	$188	81+ hours	$179	1-80 hours	$203	81+ hours	$193		Example 2: In a given month total

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
2.03	Digital Forensic Investigation	Hourly Rate-Onsite	Digital Analyst	1-40 hours	$208	41+ hours	$198	1-40 hours	$225	41+ hours	$215		Example 2: In a given month total quantity ordered by two customers for RU Ref No. 2.01 equal 120 hours. Customer A has 9 hours and Customer B has 111 hours. The charge for that month would be 9 * $208 = $1,872 for Customer A and 111 * $198 = $21,978 for Customer B
2.04		Hourly Rate-Remote	Digital Analyst	1-40 hours	$188	41+ hours	$179	1-40 hours	$203	41+ hours	$193		
2.05	Response Preparedness	Hourly Rate-Onsite	Incident Engineer	1-40 hours	$208	41+ hours	$198	1-40 hours	$225	41+ hours	$215		
2.06		Hourly Rate-Remote	Incident Engineer	1-40 hours	$188	41+ hours	$179	1-40 hours	$203	41+ hours	$193		
3. Risk and Compliance													
3.01	Penetration Testing Black Box (Remote)- External	Per engagement		2 weeks, 1-100 Live IPs	$8,000			2 weeks, 1-100 Live IPs	$8,640				Example 1: In a given month total quantity ordered for RU Ref No. 3.01-3.08 equals 1 external assessment with less than 100 Live IPs. Total charge would be $8,000 * 1 = $8,000.
3.02	Penetration Testing Black Box (Remote)-External	Per engagement		4 weeks, 101 - 1000 Live IPs	$15,065			4 weeks, 101 - 1000 Live IPs	$16,270				Example 2: In a given month total quantity ordered for RU Ref No. 3.01-3.08 equals 1 external assessment with less than 100 Live IPs for Customer A and 1 external assessment with 1200 Live IPs for
3.03	Penetration Testing Black Box (Remote)-External	Per engagement		6 weeks, 1001 - 5000 Live Ips	$27,815			6 weeks, 1001 - 5000 Live Ips	$30,040				
3.04	Penetration Testing Black Box (Remote)-External	Per engagement		8 weeks, 5001 + Live Ips	$43,065			8 weeks, 5001 + Live Ips	$46,510				
3.05	Penetration Testing White Box (Remote)- Internal	Per engagement		2 weeks, 1-100 Live IPs	$9,000			2 weeks, 1-100 Live IPs	$9,720				

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
3.06	Penetration Testing White Box (Remote)- Internal	Per engagement		4 weeks, 101 - 1000 Live IPs	$16,065			4 weeks, 101 - 1000 Live IPs	$17,350				Customer B. Total charge would be $8,000 *1 = $8,000 for Customer A and $27,815 *1 = $27,815 for Customer B.
3.07	Penetration Testing White Box (Remote)- Internal	Per engagement		6 weeks, 1001 - 5000 Live Ips	$28,815			6 weeks, 1001 - 5000 Live Ips	$31,120				
3.08	Penetration Testing White Box (Remote)- Internal	Per engagement		8 weeks, 5001 + Live Ips	$44,065			8 weeks, 5001 + Live Ips	$47,590				
3.09	Texas Cybersecurity Framework Assessment	Per Assessment		1	$37,446			1	$44,054				Example 1: In a given month total quantity ordered for RU Ref No. 3.09 equal 3 assessment installed. The charge for the assessments would be 3 * $37,446 = $112,338
3.10	Security Risk Assessment Rate Card	Hourly Rate-Onsite	Senior Engineer	1-80 hours	$208	81+ hours	$198	1-80 hours	$225	81+ hours	$215		Example 1: In a given month total quantity ordered by a single customer for RU Ref No. 3.10 equal 50 remote hours. The charge for that month would be 50 * $208 = $10,450
3.11		Hourly Rate-Remote	Senior Engineer	1-80 hours	$188	81+ hours	$178	1-80 hours	$203	81+ hours	$193		
3.12		Hourly Rate-Onsite	Junior Engineer	1-80 hours	$195	81+ hours	$185	1-80 hours	$211	81+ hours	$201		
3.13		Hourly Rate-Remote	Junior Engineer	1-80 hours	$175	81+ hours	$165	1-80 hours	$189	81+ hours	$179		
3.14		Hourly Rate-Onsite	Quality Assurance	1-80 hours	$208	81+ hours	$198	1-80 hours	$225	81+ hours	$215		Example 2: In a given month total quantity ordered by two customers for RU Ref No. 3.14 equal 120 remote hours. Customer A has 9 hours and Customer B has 111 hours. The charge for that month would be 9 * $208 =$1,872 for Customer A and 111 * $198 = $21,978 for Customer B
3.15		Hourly Rate-Remote	Quality Assurance	1-80 hours	$188	81+ hours	$178	1-80 hours	$203	81+ hours	$193		
3.16		Hourly Rate-Onsite	Manager	1-80 hours	$216	81+ hours	$206	1-80 hours	$211	81+ hours	$201		
3.17		Hourly Rate-Remote	Manager	1-80 hours	$196	81+ hours	$186	1-80 hours	$189	81+ hours	$179		
3.18	Cloud Compliance	Flat rate per Cloud Vendor Assessment		1	$33,404			1	$39,312				Example 1: In a given month a single customer orders 1 assessment for RU Ref No. 3.18. The charge would be $33,404

Example 2: In a given month two |
| 3.19 | Vulnerability Scanning - Internal/External | Per Live IP (12 Month Minimum Term) | | 1-500 | $2.09 | | | 1-500 | $2.26 | | | | Example 1: In a given month total quantity ordered for RU Ref No. 3.19 - 3.22 equal 50 IPs, all are external scans. The charge would be 50 * 2.09 = $105.50

Example 2: In a given month total quantity ordered for RU Ref No. 3.19 - 3.22 equal 750 IPs, all are external |
| 3.20 | | | | 501-1000 | $1.92 | | | 501-1000 | $2.07 | | | | |

Monthly Unit Rates

RU Ref No.	Resource Unit	Unit of Measure	Resource Type	Y1 (Stub)-Y6				Optional Y7-Y8				Customer Owned HW/SW discount	Pricing Narrative
				Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit	Minimum Volume Unit Range	Minimum Volume Cost per Unit	Volume Discounts Range	Volume Discount Cost per Unit		
3.21				1001-5000	$1.75			1001-5000	$1.89				scans. The charge would be 750 * 1.92 = $1,440

Example 3: In a given month total quantity ordered for RU Ref No. 3.19 - 3.22 equal 1500 IPs, all are external scans. The charge would be 1500 * 1.75 = $2,625 |
3.22				5000 +	$1.67			5000 +	$1.80				
3.23	Vulnerability Scanning - Internal	Base - Hardware/ Software subscription (12 Month Minimum Term)		Hardware Subscription Per site per month	$250			Hardware Subscription Per site per month	$270				
3.24		Base - VM Ware/ Software subscription (12 Month Minimum Term)		VM Ware Subscription Per site per month	$125			VM Ware Subscription Per site per month	$135				
3.25	Vulnerability Scanning - External	Per Live IP (One time scan)		1-500	$3.50			1-500	$3.90				Example 1: In a given month total quantity ordered for RU Ref No. 3.25 - 3.28 equal 50 IPs, all are external scans. The charge would be 50 * 3.61 = $180.5
3.26				501-1000	$3.25			501-1000	$3.63				
3.27				1001-5000	$3.00			1001-5000	$3.36				Example 2: In a given month total quantity ordered for RU Ref No. 3.25 - 3.28 equal 750 IPs, all are external scans. The charge would be 750 * 3.36 = $2,520

Example 3: In a given month total quantity ordered for-RU Ref No. 3.25 - 3.28 equal 1500 IPs, all are external |
3.28				5000 +	$2.86			5000 +	$3.09				scans. The charge would be 1500 * 3.11 = $4,665
3.29	Web Application Vulnerability Scanning - (Remote/SP Site)	Per Web Application (12 Month Minimum Term)		1	$42			1	$45				Example 1: In a given month total quantity ordered for RU Ref No. 3.29 equal 5 applications. The charge would be 5 *
3.30	Web Application Vulnerability Scanning - (Remote/SP Site)	Per Web Application (One time scan)		1	$155			1	$181				Example 1: In a given month total quantity ordered for RU Ref No. 3.30 equal 10 applications. The charge would be 5 *
3.31	Web or Mobile Application Penetration Test	Per Application (One time scan)		1	$9,000			1	$9,270				Example 1: In a given month total quantity ordered for RU Ref No. 3.31 equal 1 assessment. Total charge would
3.32	Elections Security Assessment	1 - 10,000 Reg. Voters; Per Assessment		1	$16,872			1	$18,221				Example 1: In a given month a single customer orders an assessment for RU Ref No. 3.32 . The charge would be $16,872.
3.33		10,001 - 100,000 Reg. Voters; Per Assessment		1	$33,100			1	$35,748				
3.34		100,001 - 1,000,000 Reg. Voters; Per Assessment		1	$47,552			1	$51,356				Example 2: In a given month two customers each order an assessment for RU Ref No. 3.31 . The charge would be
3.35		>1,000,000 Reg. Voters; Per Assessment		1	$61,920			1	$66,873				

Resource Unit	Resource Type	Minimum Yrs/ Exp	Role	Qualifications
Customer Site Device Management Support	*Security Engineer Tier 1*	*1*	*Performs, as directed, device configuration, configuration changes, installs updates to device software (filters, profiles and patches), resolves known issues. Monitors device health and performance using pre-set or standard dashboards. Notifies customers of device issues. Escalates new or unknown issues to Tier2 and Tier3 Engineering, resolves issues as directed. Creates and executes limited ad-hoc queries or reports.*	*One (1) or more years of IT security experience with managing devices of similar type.*
	Security Engineer Tier 2	*3*	*Performs, device configuration, configuration changes, installs updates to device software (filters, profiles and patches), resolves known issues. Monitors device health and performance using pre-set or standard dashboards and reports. Creates new dashboards, queries and reports for use by support team and customers. Troubleshoots new or unknown issues escalated from Tier1 Engineers, directs Tier1 to resolve issue or escalate to Tier3. Supervises Tier 1 Engineers.*	*Three (3) or more years of IT security experience with managing devices of similar type.*
	Security Engineer Tier 3	*5*	*Reviews device configuration, configuration changes, installs updates to device software (filters, profiles and patches) to ensure completeness and accuracy. Defines repeatable methods for resolving issues-creates new 'known issue' resolutions. Monitors device health and performance using pre-set or standard dashboards and reports. Creates new dashboards, queries and reports for use by support team and customers. Troubleshoots new or unknown issues escalated from Tier1 or Tier2 Engineers, directs Tier1 and or Tier2 to resolve issue. Addressed issues requiring escalation to Vendor (e.g., RMA activities) escalate to Tier3. Supervises Tier 1 and Tier2 Engineers.*	*Five (5) or more years of IT security experience with managing devices of similar type.*

Resource Unit	Resource Type	Minimum Yrs/ Exp	Role	Qualifications
Security Incident Management	*Incident Engineer*	*5*	*Reviews documentation (response preparedness plan, network documentation, current incident data and summaries - as available), interviews customer personnel, captures incident event and activity data, identifies potential issues, breach, or system compromise, makes recommendations for mitigation and remediation, participates on working sessions, conference and status calls, documents and presents final incident reports.*	*Five (5) or more years of security and/or incident response experience. Possesses a practitioner's understanding of the incident response process.*
Digital Forensic Investigation	*Digital Analyst*	*5*	*Configures digital forensic tools to capture forensic data from target platforms. Performs analysis of captured data to identify evidence of indicators of compromise (IoCs), identify data (source IP, Destination IP, Ports, Protocols) related to suspicious traffic, documents and presents forensic investigation reports.*	*Five (5) or more years of security and/or audit compliance experience. Possesses a practitioner's understanding of digital forensics requirements and process.*
Response Preparedness	*Incident Engineer*	*5*	*Performs documentation reviews, interviews customer personnel, captures preparedness support data, identifies response gaps, makes recommendations for addressing gaps, documents and presents finding and recommendation reports.*	*Five (5) or more years of security and/or incident response experience. Possesses a practitioner's understanding of the incident response process.*

	Resource Type	Minimum Yrs/ Exp	Role	Qualifications
Security Risk Assessment Rate Card	Senior Engineer	5	*Performs documentation reviews, interviews customer personnel, captures assessment support data, identifies compliance gaps, makes recommendations for addressing gaps, documents and presents finding and recommendation reports. Supervises Junior Engineer(s) in their work.*	*Five (5) or more years of security and/or audit compliance experience. Understanding of audit planning and leading an assessment engagement. Possesses a practitioner's understanding of the assessment's underlying requirements. Participation on similar assessment engagements (possibly as Junior Engineer).*
	Junior Engineer	2	*Performs, as directed, documentation reviews, interviews customer personnel, captures assessment support data, identifies potential compliance gaps, supports documentation of findings and recommendation reports.*	*Two (2) or more years of security and/or audit compliance experience. Understanding of audit plans and methods of plan execution.*
	Quality Assurance	5	*Reviews assessment reports and supporting data to ensure all findings are supportable. Ensures completeness of reports.*	*Five (5) or more years of security and/or audit compliance experience. Participation of similar assessment engagements (possibly as Senior or Junior Engineer).*
	Manager	5	*Reviews assessment reports and supporting data to ensure all findings are supportable. Evaluates the soundness of recommendations and completeness of reports.*	*Five (5) or more years of security and/or audit compliance experience. Understanding of audit planning and leading an assessment engagement. Possesses a practitioner's understanding of the assessment's underlying requirements. Participation on similar assessment engagements (possibly as Senior or Quality Assurance Engineer).*

DIR SOC Staffing Model

Informational purposes only

Service	Transition	Y1 (Stub)	Y2	Y3	Y4	Optional Y5-Y8
SOC Monitoring and Alerting Requirements (Customer Site & Customer HW/SW, 7am - 7 pm Onsite Monitoring)	-	4.00	4.00	4.00	4.00	4.00
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
Total	**-**	**4.00**	**4.00**	**4.00**	**4.00**	**4.00**

DIR SOC Transition Charges

See Expense Category definitions at bottom of table.

		Pre-Commencement			Year 1 (Stub) (FY18 = Nov 17-Aug 18)					Total
	Month 1	Month 2	Month 3	Total	1Q	2Q	3Q	4Q	Total Yr1	Total
MSI										
Labor	$ 60,000	$ 10,000	$ 15,000	$ 85,000	$ -	$ -	$ -	$ -	$ -	$ 85,000
Hardware	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Software	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Travel	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Hires/M&Ls	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Consulting	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Communications	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Data management	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (Specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	$ 60,000	$ 10,000	$ 15,000	$ 85,000	$ -	$ -	$ -	$ -	$ -	$ 85,000

Category	Definition
Labor	Transition team labor costs not captured in categories below
Hardware	Equipment investments to support Services
Software	Includes system software access fees and data movement software
Travel	Transition team travel expenses
Hires/M&Ls	Hiring expenses and Moving and Living for transitioned employees.
Consulting	Third-party systems implementation and integration consulting, etc.
Communications	Transition bandwidth for data movement and cost to set-up communications
Data management	Data cleanse to ensure asset information integrity

DIR SOC Transition Charges Milestones

Transition Charge Milestone	Service Component	Reference Document	Completion Criteria Ref	Completion Date	Amount (Paid in Year 1)
All Devices Reporting to SIEM	SC1 - SMDM	07. Exhibit 2.8.1	SIEM Monitored Device Report	Award + 15 days	$20,000.00
All Devices under management	SC1 - SMDM	07. Exhibit 2.8.1	NPM Monitored Device Report Device Access Logs	Award + 21 days	$40,000.00
Operational Procedures Outline	SC1 - SMDM	07. Exhibit 2.8.1	Gap Analysis report	Award + 30 days	$10,000.00
Ticketing System Integration	SC1 - SMDM	07. Exhibit 2.8.1	Integration Test Report	Award + 90 days	$15,000.00
Total					$ 85,000